C78

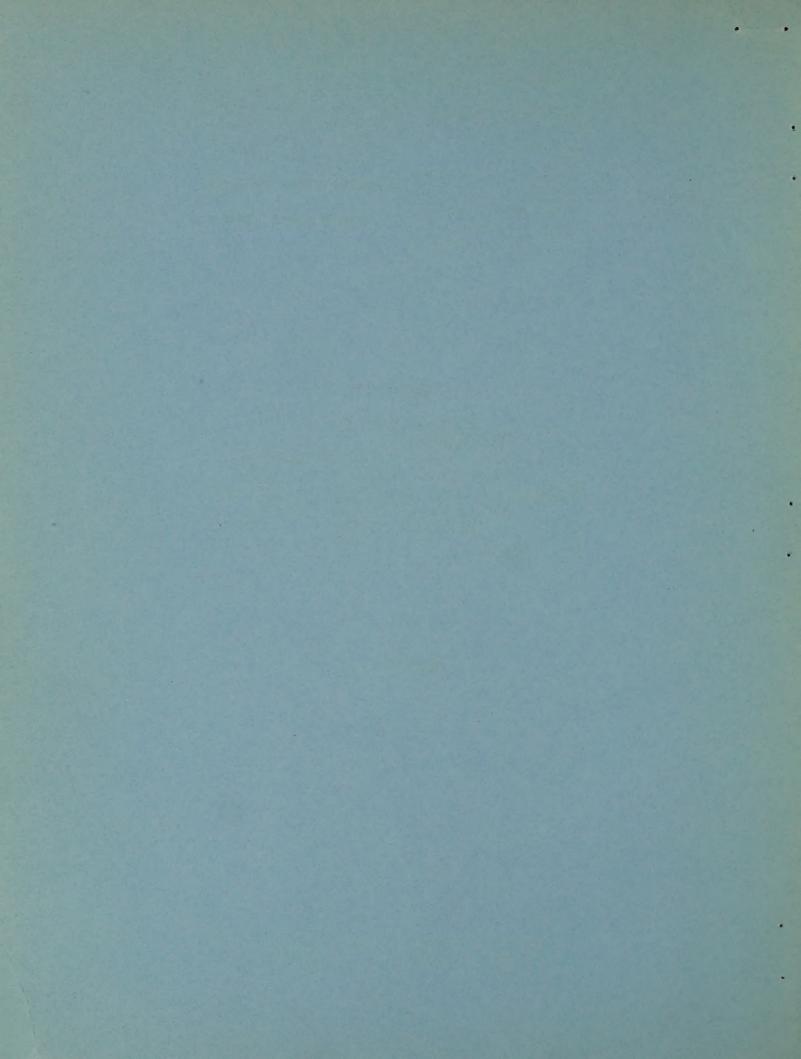
	electric feed grinders on electrified farms
the Use of	THE COURT OF THE PROPERTY OF T
Program to Develop	
A Planned Coordinate	d_

	REA Cooperatives
August Com	Agricultural Extension Service,
Co Stende	Feed Grinder Manufacturers and
Prepared	for other organizations sponsoring
	better Dairy, poultry and live-
	stock production

SECTION II



Rural Electrification Administration United States Department of Agriculture



SECTION II

Purchase Procedure

Foreword

This section will serve as a guide for Feed Grinder Committees, Electric System Managers, Utilization Specialists, and Trustees in meeting the member demand for ways and means of purchasing feed grinders.

The Feed Grinder Committee and the Electric System Manager will "feel the pulse" of the membership relative to purchase desires as the educational program progresses.

Group purchasing is organized activity sponsored by the Electric System to stimulate local activity, and to make worthwhile savings in distribution costs which can be passed on to the members. It is a flexible procedure which can be used in full cooperation with local dealers. It can also be used when local dealers are not available or when dealer activity or cooperation is not serving the best interests of the Electric System and its members.

Therefore, the "Dealer" situation and the interests of the members should be carefully studied when introducing a group purchasing program. The activity should be properly timed to quickly secure quantity orders, thus demonstrating results obtainable from a successful cooperative activity.

The feed grinder "Specifications" prepared by REA are designed basically for financing purposes. However, purchasers not using REA-financing may wisely use the "Specifications" as a basis for securing safety, durability, efficiency and satisfactory performance in feed grinder purchases.

The Food Orinder Considers and the Electric System Horsgor's 111
"Tool the pulse" of the homberedty relative to purchase leading as the educations trained aroundess.

Group purchasting is deposited activity spensored by the Blockers Syntem to attendate local activity, and to rake contently asyloge in distribution costs rabios can be pussed on to the manages. It is a floatble reconcern which can be seen to be used in Atl comparation with local dealers, it can make be used which in a content activity or sometimates are not seen the local incorporation of the floats of sometimates and marriage in the local incorporation of the floats of sometimates and marriage and the local incorporation of the floats of sometimates.

Therefore, the "Dedlor" elemetics and the intercels of the services of course of the services of the services

Leading was all the control of the c

PART I

GROUP PURCHASE PROCEDURE FOR REA BORROWERS

Each purchaser enters the "pool" by placing an order for the make of feed grinder previously selected and approved by the Electric System Feed Grinder Committee through the "Group Purchase Procedure."

1. APPROVAL OF BOARD.

Your Feed Grinder Committee should advise your board of directors or trustees of the need for a "Group Purchase" activity and should obtain their approval to proceed with such a program.

2. REQUEST FOR OFFER.

You should then send a letter immediately, over your President's signature, to prospective offerers (Dealers, Distributors and Manufacturers), inviting them to submit offers for the sales of grinder units to consumers and setting forth the conditions upon which such offers will be received by you.

Such a letter should follow the form of letter Form F-1 set forth on page 9 of this portfolio. Be sure to designate in the letter the final date which offers must be received, the date on REA "Specifications" referred to, and your distribution point for receiving shipments. Offerers should be given at least two weeks to submit their offers.

The basis for selecting prospective "offerers" and the total number selected is optional with you and your Feed Grinder Committee. Names of manufacturers whose units meet REA Specifications will be forwarded to you as their units are approved.

3. SELECTION FROM OFFERS.

The Feed Grinder Committee will then review, at a previously arranged meeting to follow immediately the closing date for the offers, all offers received from officers as a result of the above invitation. In fairness to offerers who submitted their offers on time, late offers or revised offers should not be considered.

The attached Form F-6, page 18 "How to Evaluate Prices of Feed Grinders," will give you one basis for selecting the most desirable offer for your consumer, giving consideration to local needs and adaptations. The attached Form F-7, page 20

PROCEDURY OWERS

ASSESS TO ASSESSED L. L. Your Food Celiaber Consiltens chaild milian you receive her Selection of the need for a Trong Soon at taken distilled to too the frien of Jaketer the on page to the contract of the "erage"le' ovid erroran timbies and along test th you want not dit Liste at the before the court en ration should come you as leader at a prev

or in the provide and the prov

The same of the state of the st

The state of the s

_ _ . .

"Suggested Work Sheet for Comparing Evaluated Prices," is designed to simplify calculations on each offerers's model. This "evaluation" is based on prices and "Guaranteed Operating Characteristics" submitted by the offerers. When the Committee selects and approves one or more of the offers as being satisfactory, the respective offerers must be advised immediately of such approval in the form of Form F-8, page 21 of this portfolio. As a matter of courtesy, advise all unsuccessful offerers of the Committee's action on their respective offers. BONDS FOR APPROVED OFFERERS. You may then ask each successful, approved offerer for a bond, in the form of Form F-5, page 16 of this portfolio, duly executed by the offerer and a surety satisfactory to you, in a

penal sum of not less than \$5,000. This bond is designed to assure that offerers will abide by the terms of their offers for the full period during which their offers are to remain open.

If any approved offerer refuses to sell a unit to any consumer in accordance with the terms of his offer, such consumer, or you, as agent for such consumer, may take such action as is deemed necessary on such bond to compensate the consumer for any damage suffered on account of such refusal.

PLANS FOR ORDER CAMPAIGN.

The Feed Grinder Committee will then meet to approve any offerer's surety bond.

At the same meeting, complete detailed plans of procedure should be set up to secure orders most effectively. Such plans will include: Community meetings, where feasible, to discuss advantages of the group purchase plan and to take orders; circular letters to members prior to and during the purchase activity; local publicity if feasible; and direct soliciation of all prospective purchasers by local leader solicitors, committee members and cooperative personnel.

If the approved units have not previously been available for demonstrations, arrangements should be made with the offerers to supply "Demonstrators" during the purchase activity.

All purchase orders should be in the form of Form F-9, page 22, this portfolio. The same order form is to be used whether or not the purchase is to be financed by you. You should also receive from each consumer a down payment of ten percent (10%) in cash of the total amount of the cash price of his order.

Down payments may be collected by the cooperative or its representative in cash or by check or money order made payable to

"Waggrated Work : Comparter Evaluated Prices," Flomis in finns ties of the said and the said. . of Incidentalian (Ann was a server with Some A LONG CONTRACT OF THE SECRETARY of Demphal to keet all the first of let an men fairly constitution of the desired to covered the first office of the first is tap optimized them in manufactured to the control of the contro mod research add class. The first the first and the first WITCH AD FRING SHITE OF Charles and a secretary of the state of the state of the secretary THERE I WE WAY The second of the second of the second about the control of the second of the secon self-ide con the research of the Township when the control of the the fielden of the many of the first of the sales of the sales - ma fin To. maintaining at thought and intozonal it with idea found Dome, Tento may . activity and once in this tree the order of the cooperative. The cooperative will deposit all such down payments in its own General Fund Bank Account, and will, in turn, draw its own check or checks made payable to the order of the offerer to whom the "pooled" order is being sent.

Those consumers desiring the balances of the cash prices of their purchases to be financed by you should, in addition, submit to you an application for financing in the form of Form F-10, page 24 of this portfolio.

6. APPROVAL OF FINANCING.

Just before submitting assembled orders to offerers, your Finance Committee should pass on all applications for financing and should fill in and execute the "Preliminary Approval" at the end of each application approved.

Feed grinder units may be financed for a maximum of five (5) years. Payments cannot be less than seventy-five cents (75ϕ) per month or \$4.50 semi-annually. Units so financed must meet the REA Specifications and be so approved.

7. EXECUTION OF SALES CONTRACTS.

All consumers whose applications for financing are approved should then be instructed to execute a conditional sale contract for the purchase of the units desired, using the "General Conditional Sale Contract" (printed Form UT-75). These forms will be supplied by REA. You should be careful to check and see that the insertions in the contract are complete and accurate.

Check all figures pursuant to the tables and instructions contained in REA Form UT-70, "Time Payment Tables for Financing Electrical Installations and Appliances."

No notes need be executed by consumers in connection with the financing of feed grinder units, the obligation of the consumer being sufficiently contained in the Conditional Sale Contract. Four (4) copies of each Conditional Sale Contract should be executed by the consumer and submitted to you.

If any consumer's application for financing is not approved, you should immediately return to such consumer the ten percent (10%) down payment collected and at the same time give suggestions and offers of assistance in securing financing elsewhere before the group order is sent to the offerer.

8. FORWARD ORDERS, PAYMENTS AND CONTRACTS.

You should then forward to the respective approved offerers, by letters in the form of Form F-11, page 27 of this portfolio, all consumers' orders and down payments thereon, together with the

ABT TO ABT T ABT TO AB

A Print Company of the Company of th

Conditional Sale Contracts filled in and executed by the consumers. All four (4) copies of each contract should be forwarded to the offerer.

9. OFFERER EXECUTES CONTRACTS, SHIPS GRINDERS.

The offerer will then execute the Conditional Sale Contracts, and also the assignments thereof, and will return them to you together with invoices for the balances due on all orders, retaining one counterpart (yellow copy) of each Conditional Sale Contract for his files. The offerer will also ship all grinders to you as ordered.

The transactions on these financed sales, insofar as the offerer is concerned, will be essentially cash ones since the offerer will receive the balances due on account of the cash prices of the financed sales at the same time as he receives the balances due on cash sales; namely, within thirty (30) days after receipt of the grinders by you.

10. PURCHASERS CALL FOR GRINDERS.

On receipt of the units ordered, you will notify all consumerpurchasers that the grinders have arrived and that they should call for them at once.

All consumers making cash purchases must pay the balances of the cash price at the time of delivery. At such time, you will also deliver to all consumers whose sales are to be financed a counterpart of the Conditional Sale Contract (pink copy) executed by the offerer and assigned to you.

Any purchaser of these units, of course, is entitled to an inspection and test of his grinder to determine if it does or does not comply with the structural and operating characteristics specified in the offer before he accepts the unit and pays therefor.

Obviously, the time of arrival of the units is an opportunity to give special publicity to the credit of your sponsorship of the activity. This will be real news for local newspapers -- ask them in advance to cooperate with and assist you.

11. REQUISITION TO REA.

You will then forward to REA the regular form of requisition for Installation Loan Funds accompanied by a counterpart of each Conditional Sale Contract (blue copy) assigned by you to the United States of America.

You should also retain a counterpart of each Conditional Sale Contract (white copy) for your files.

and the property of the second *4.

A Charles

the second of th the state of the s

The system is a second of the system of the

in the temperature of the following the second seco engrependent in the office to affect the THE SECTION ASSESSMENT OF THE SECTION OF THE SECTIO 2

Read carefully Article II of your Installation Loan Contract for the provisions governing advances of funds thereunder, and follow carefully the "Instructions for Requisitioning and Accounting for Funds Under the Installation Loan Contract" (REA Form FI-137) to make certain the requisition will not be disapproved because of irregularities in form.

Make certain of the following: That the "Installation Note" accompanying the requisition is properly filled out; that the "Conditional Sale Contract" is correctly filled in, properly executed, and duly assigned by the offerer to you and by you to the United States of America; and that the requisition form itself is properly filled in.

If the requisition is improperly submitted by you, necessitating its return by the REA Finance Division to you for correction, it will mean unnecessary delay in the forwarding of the funds to you. This will in turn mean a delay in your being able to forward the funds to the offerer. It is unfair to the offerer to make him wait for his money, and such delay may, of course, endanger the success of the whole plan, as well as your future activities on purchase and financing procedures on other appliances.

It is of prime importance, therefore, that special attention be given by you to the submission of the requisition properly filled out. Wire or send a letter airmail to REA asking for information on any point on which you are not clear before submitting the requisition. The submission of such a proper requisition by you will enable you to receive the necessary funds well within the thirty-day period you mentioned in your invitation to the approved offerer to submit his offer.

12. PAYMENT OF OFFERERS.

Upon receipt by you of the funds requisitioned from REA for the sales to be financed by you, you must immediately deposit such funds in the "Special Installation Account" specified in the Installation Loan Contract. Immediately thereafter, you should forward to the offerers from whom purchases were made all balances due on account of financed sales, as well as the cash balances you were able to collect.

13. DEPOSITS OF INSTALLMENTS.

All moneys collected from consumers on account of their time payments on their financed sales of grinders must, like all other payments received from consumers on financed transactions under your Installation Loan Contract, be deposited by you in the "Installation Loan Payment Trust Account" set up by you pursuant to the Installation Loan Contract.

Any questions concerning the above procedure or forms to be used should be directed to the Utilization Division of REA.

and the second of the second o Josephanol un i . Taballogi her animosti Contract" (FD. meath od for MARKET AND A STATE OF THE STATE 7.13. VIETE TOXO amer: and by you is don't · golviniup. and the second of the and the same A Property of the Control of the Con fight on the property of the control The state of the s malq - plant of the second of the state of the s The second of th is the second of The state of the bear of and the second of the second o yrota. - Semiona VIST - \$737

wind that the second of the se

MARKADO BORA CONTRACTOR OF MARKONS CONTRACTOR OF THE STATE OF THE STAT

PART II

FORMS AND SUGGESTED LETTERS

FOR

FEED GRINDER

PURCHASE PROCEDURE



LETTER TO BE SENT BY COOPERATIVE TO MANUFACTURERS, DISTRIBUTORS AND DEALERS INVITING THE SUBMISSION OF OFFERS TO SELL ELECTRICALLY OPERATED FEED GRINDER UNITS TO COOPERATIVE'S CONSUMERS.

(Date)

(Name)

(Address)

Gentlemen:

The undersigned Cooperative is inviting interested manufacturers, distributors and dealers to submit to persons (hereinafter called "consumers") receiving or proposing to receive electric service from the Cooperative, offers for the sale of Hammer Type Feed Grinder units and invites you to submit such an offer. All such offers must be received by the Cooperative not later than 5:00 P. M. on , 194 .

All such offers will be received and will be deemed to have been made subject to the following terms and conditions:

- 1. All offers are to be made to consumers and the Cooperative shall not in any manner be liable as a result of using its facilities to secure such offers for consumers.
- 2. Each offer must be submitted on the form of Form F-2 "Offer to Sell," and this form must be accompanied by Form F-3 "Schedule of Prices for Feed Grinder Units" and Form F-4 "Schedule of Prices for Additional Feed Grinder Unit Equipment," included in Feed Grinder portfolio, Section II, pages 1 - 12, and also by the form "Guaranteed Operating Characteristics and Other Information," which is included in the 'Specifications for Hammer Type Feed Grinders" dated January 15, 1940, approved by the Rural Electrification Administration of the United States of America, a copy of which has been forwarded directly to you by the REA. If you have not received your copy of these Specifications, you may obtain one from the REA on request. All prices quoted in the offer shall include, and shall be deemed to have included, all amounts estimated to be payable by the offerer or the consumer in respect to all taxes imposed by any taxing authority on the sale, purchase or use of electric feed grinder units and every part thereof. All such taxes shall be payable by the offerer.
- 3. All units included in any offer must either comply with the aforementioned Specifications, or, if they do not so comply, all variations or exceptions must be specified. All such variations and exceptions must be

TO MANUFACTURERS, DISTRIBUTORS SO SELL BLEGTRICALLY .CARACET

of the transfer of the transfe The factor of the second of th entransition of the second second The street of the second The factor of the second of th The first of the second of the Property of the control of the contr All the second of the second o $\frac{\partial \mathcal{L}_{\mathcal{A}}}{\partial \mathcal{L}_{\mathcal{A}}} = \frac{\partial \mathcal{L}_{\mathcal{A}}}{\partial \mathcal{L}_{\mathcal{A}}} = \frac{\partial$ the goalf fill and games and an entire and another and an entire an entire and an entire and an entire an entire and an entire a

. 1, ...

Contract to the contract of th

explained in full indicating each part of said Specifications where such variations or exceptions occur. In this connection, however, attention is specifically directed to paragraph 7 of this letter which provides that the Cooperative can finance the purchase by its consumers only of such Feed Grinder Units as meet the Specifications and which have been so approved by REA.

- 5. All offers will be subject to approval by the Cooperative as a whole or in part. Offers and parts of offers not approved by the Cooperative will not be submitted to the consumers. No assurance is intended to be given that any offer, or any part of any offer, will be approved by the Cooperative.
- of approved offers or approved parts of offers and will forward all such acceptances to the respective offerers, together with a down payment of ten percent (10%) of the price of each grinder in respect of which an offer is accepted. Upon receipt of each acceptance and down payment the offerer will be obliged to ship immediately to the Cooperative the grinders covered by the acceptance. The Cooperative will, upon receipt of such grinders, attempt to collect from the consumer the balance of the purchase price and, upon such collection, will forward same immediately to the offerer.
- 7. Some consumers may desire to have their purchases financed by the Cooperative with funds borrowed by the Cooperative from the Rural Electrification Administration. Such purchase financing is authorized by the Rural Electrification Administration provided the units to be financed are approved by the REA as meeting the aforementioned Specifications. Only units so approved will be considered by the Cooperative for such financing. In each such case, involving approved units, after the consumer is approved for such financing by the Cooperative, the Cooperative will forward to the offerer, together with the acceptance and down payment, a Conditional Sale Contract covering the unit or units in respect of which the offer is accepted. The offerer will be required to execute such Conditional Sale Contract and to assign such contract (without recourse against the offerer) to the Cooperative and to return such contract to the Cooperative. Upon receipt of a Conditional Sale Contract so executed and assigned by the offerer the Cooperative will forward

AN CONTRACTOR OF THE CONTRACTO

A TOUR OF THE STATE OF WORLD STATE OF THE ST

192017 2020

e dit e

it to the Rural Electrification Administration, which will lend to the Cooperative the funds necessary to pay the balance of the purchase price to the offerer. It is expected that the Cooperative will receive such funds from the Rural Electrification Administration within thirty (30) days after receipt by it from the offerer of the Conditional Sale Contract.

- 8. The Cooperative in receiving and transmitting acceptances and payments shall not be deemed to be the purchaser of the grinders covered thereby and shall not be liable to the offerer or to any other person for any loss in connection with or arising from any such acceptance or from the sale or use of any grinder.
- 9. Any consumer desiring to purchase a grinder and to pay cash in full therefor may make such purchase from any one at any price without any obligation to the Cooperative or to approved offerers. The Cooperative will, however, finance purchases by consumers only from approved offerers, whose grinders meet the aforementioned Specifications. Inasmuch as more than one offerer may be approved and such approved offers, or parts of offers, will be submitted to the consumer for his selection, no assurance is given that any offerer will make any sales whatever to consumers.
- 10. At any time prior to thirty (30) days after delivery of any grinder the consumer may reject such grinder if it does not comply with the terms specified by the offerer in the offer. Upon such rejection the offerer shall immediately replace the same with a grinder which does so comply, or shall refund to the consumer the amounts paid by, or on behalf of, the consumer on account of the purchase of such grinder.
- 11. If the Cooperative shall so require, any offerer submitting an offer which is approved in whole or in part shall submit a bond in form and substance satisfactory to the Cooperative in the penal sum of not less than \$5,000, with a surety or sureties satisfactory to the Cooperative, conditioned upon the faithful performance by the offerer of the terms of the approved offer, or approved part thereof. A satisfactory form of bond form (F-5) is included in said Feed Grinder Portfolio, Section II, Page 16.
- 12. Each offerer whose offer, or part thereof, is accepted will be required to deliver pursuant thereto only such grinders as have been manufactured in the United States

in the second se

substantially all from articles, materials or supplies mined, produced or manufactured, as the case may be, in the United States and to submit to the Cooperative such certificates with respect to compliance with the provisions of this paragraph as the Cooperative may from time to time require.

If any of the above terms and conditions are not clear, please have no hesitation in asking us about them. We sincerely trust that you will let us have the benefit of an offer.

1013	or are	yours,

OFFER TO SELL FEED GRINDER UNITS

SUBMITTED PURSUANT TO INVITATION OF

			(Name o	of Coop	erative)		-	
				<u>(c</u>	ity)		,	(State)	
					(Dat	te)			
			inafter ca			rs") re	ceivin	ng or pro	posin
			perative		·		(her	einafter	
terms a	submind co	ts this	undersigned of the ced	irsuant invita	to and	upon ai	nd sub	ject to	the
Units" a attached prices a opposite ing such All such mer Type proved I States of fication made a pall such in the fi	inder and " i her set for "Add n feet n feet of Amenta are part l n feet form	units Schedul eto (Fo orth op ditiona d grind d Grind e Rural erica. e clear hereof. d grind	offerer he listed in e of Prior orms openite the l'equipment of the learn and address dated. Electrif Any variety set for The Offer units der unit	e respected ditions comply ications ations rth in terer he shall passed on the complete of the	Scheduled ditional of and ma signation all equipments with the from or a Scheduler was perform	e of Prilible of P	ices; Grinde art he esigna teratu s encl ificat on of tions tached and g respe	Feed Gri r Equipm reof, at tion and re descr osed her ions for _, 194_, the Unit to such hereto uarantee cts as s	nder ent" the ewith Ham- ap- ed Speciand s that
Cooperat	cive,	this o	is offer, ffer, or ect throu	such pa		of, as	the ca	ase may	
				By:	(Signa	(Offere		le)	
						(Addres	38)		

A supplied of the second of

in Adams in the Control of the Contr

income the state of the state o



SCHEDULE OF PRICES FOR FEED GRINDER UNITS*

Grinder Model	Motor Make And	Price Per Unit in Quantities of: **				
	Size	1 to 4	5 to 9	10 to 24	25 or more	Remarks

- * The basic unit shall consist of the grinder and electric motor. Clearly define under "Remarks" any additional equipment that is included in unit price such as blower, dust collector, sacker, extra screens, bins, etc.
- Quantity prices shall apply on orders for assorted models. For example: An order for Two Model A Units and Three Model B Units would entitle the purchasers to the respective prices in the column "5 to 9" units instead of the respective prices in the column "1 to 4" units.

notes of the part of the part

SCHEDULE OF PRICES

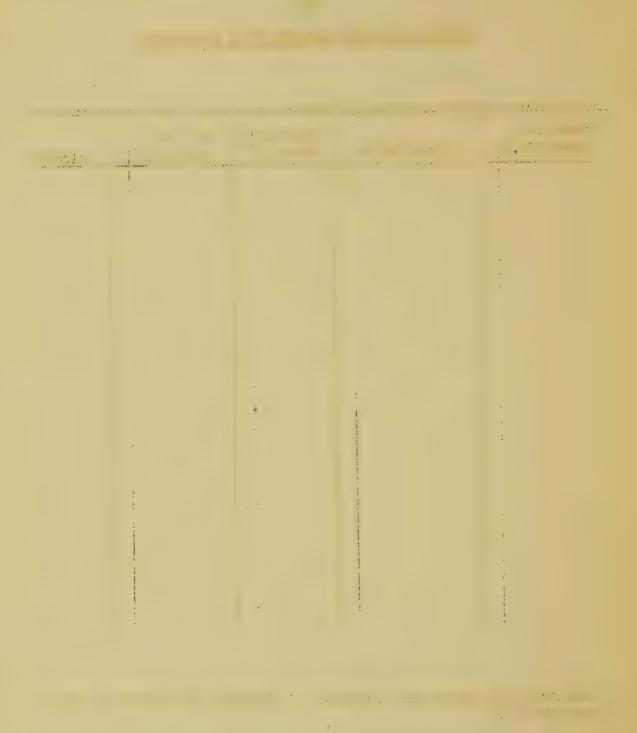
FOR

ADDITIONAL FEED GRINDER UNIT EQUIPMENT

Name and Catalog No.	Description	Operating Function	Unit Model Adaptation	Price

List only equipment not included in "Schedule of Prices for Feed Grinder Units."

Quantity prices are not requested, but such quotations may be optional with the Offerer.



CONTRACTOR'S BOND

Know all men that we, (Name of Seller)
as Principal, and, as Surety, are
held and firmly bound unto persons (hereinafter called "Consumers")
served or proposed to be served with electric energy by
(hereinafter called the "Cooperative"), who accept
the offer made by the Principal on the day of, 19
(hereinafter called the "Offer"), to sell to Consumers electric feed
grinders, and to the Cooperative as agent for the Consumers, in the
penal sum ofDollars (\$),
and to their successors and assigns, for the payment of which sum
well and truly to be made we bind ourselves, our executors, adminis-
trators, successors and assigns, jointly and severally, firmly by these
presents.

The condition of this obligation is such that, if, prior to the expiration date specified in the Offer, the Offer shall be accepted by Consumers, or any of them, the Principal shall comply with the terms of the Offer, including, without limitation, the terms of the specifications, guarantees and warranties specified or contained therein, then this obligation shall be void, but otherwise shall remain in full force and effect.

No alteration or amendment of any character whatsoever which may be made in the Offer, including, without limitation, the specifications, guarantees and warranties specified or contained therein, shall release in any way the Principal and the Surety, or either of them, from liability hereunder. Notice to the Surety of any such alteration

The second second second second

The Markette Committee of the Committee

The second of th

busous control of the control of the

tud dit no di iliano di il

estri

with the includer

or amendment which may occur subsequent to the execution hereof is hereby expressly given.

IN WITNESS WHEREOF, th	ne above-bounden parties have executed
this instrument under their seve	eral seals thisday of
, 19, the name an	d corporate seal of each corporate
party being hereto affixed, and	these presents duly signed by its
undersigned representatives purs	uant to due authorization.
(Seal)	(Principal)
Attest:	(Signature and Title)
Secretary	
(Seal)	(Surety)
Attest:	(Signature and Title)
Secretary	

^{*} The full name of the Principal must be signed. If a partnership, the signature must be in the partnership name by each partner. If a corporation, the signature must be in the corporate name by a duly authorized officer and the corporate seal affixed and attested by the Secretary of the corporation. A typewritten copy of all such names must be included, either typed in above signatures or on a separate sheet of paper.

and the second s : it

HOW TO EVALUATE PRICES OF FEED GRINDERS

This procedure is suggested for the "Feed Grinder" Committee to use in "Evaluating" feed grinders. Both purchase prices and operating characteristics are considered. The factors to be considered are: kinds and amounts of feed, tons of feed to be ground annually, energy (K.W.H.) required per ton, energy cost per K.W.H., life of unit in years, and purchase price.

STEP 1.

Select from the tables of "Guaranteed operating characteristics' those grains which will be ground by member purchasers. Disregard other grains or roughages not listed unless very large amounts are involved because to obtain the guaranteed operating characteristics from the manufacturers for such special feeds would cause considerable delay.

STEP 2.

Estimate the percentage to be ground of each grain selected in Step 1. Be sure the sum of the percentages is 100.

STEP 3.

Consider the average annual amount of grain to be ground as 50 tons (this figure is four times the average for all farms in the U.S. computed from 1935 census and accepted feeding standards). Apply the percentages estimated in Step 2 for each grain which will give the proportionate number of tons of each which will be ground in one year. Example:

The Committee selects Barley, Oats, and Wheat - (Step 1.)

The estimated percentages decided upon (Step 2) are:

Barley 50%, oats 30%, wheat 20% (total 100%)
Barley .50 x 50 tons = 25 tons
Oats .30 x 50 tons = 15 tons
Wheat .20 x 50 tons = 10 tons

STEP 4.

Multiply the proportionate annual tonnage of each grain (from Step 3) by the K.W.H. per ton, (from the "Guaranteed Operating Characteristics" tables). Make the calculations on each motor size on each separate model mill as provided by each manufacturer. Example:

Manufacturer "A" guarantees his Model "X" mill with a 2 H.P. motor to consume not more than 10.4 KWH per ton of Barley (fineness modulus 3.20 "Medium") 14.5 KWH per ton of oats (fineness modulus 2.85 "Medium") and 5.6 KWH per ton of wheat (fineness modulus 3.15 "Medium")

A LEVE THE

ac.80 a B r modern 400 m

The ested out of species and the

Tr timet 3 Barris

.

TO THE STATE OF TH . - 1 : 1709

The modules 3,1000

Barley 25 tons x 10.4 KWH = 260.0 KWH annually

Oats 15 tons x 14.5 KWH = 217.5 KWH annually

Wheat 10 tons x 5.6 KWH = 56.0 KWH annually

Total annual KWH consumption for grinding 50 tons of feed of the above grains as proportioned = 533.5 KWH.

STEP 5.

Continue the calculations on each mill with each of the motor sizes by multiplying the total annual KWH consumption (from Step 4) by 2 cents (considered an average KWH rate) to obtain the annual energy cost. Then multiply the annual energy cost by 10. (A very conservative figure on the number of years of service expected from the grinder unit under the grinding load assumed). Then add the ten year operating cost to the purchase price listed on the particular mill and motor unit considered in the particular calculation.

This final figure will be the "Evaluated Price."

Example:

533.5 KWH x \$.02 = \$10.70 annual energy cost of operation. $$10.70 \times 10 = $107.00 \text{ ten year energy cost of operation.}$ $$107.00 \neq \text{ purchase price} = \text{Evaluated price.}$

The evaluated price provides a feasible basis for comparing different mill units on the basis of purchase price and operating cost for a ten year period.

It is recognized that price and operating efficiency are not the only factors to be considered in selecting a feed grinder but an evaluated price based on these characteristics may minimize or erase previously accepted values placed on characteristics which have little or no importance in actual operating results. Parley 25 tons x 10.6 MWH = Gall. EWY and 111;

Cold 15 tons x 14.5 MM - 415. 1984 : andlay

The second of th

ing the second minus the plant of the contract of the second contract of the c

oter indentare all to collect the collect of the co

SUGGESTED WORK SHEET FOR COMPARING EVALUATION FIGURES

				Constitution of the second sec		e a communicación de la companya de		Manufacturer and Mill Model
		•						1/2 H.P. Motor Purchase Evaluated Price Price
								1 H.P.Motor Pur. Eval. Price Price
								1 H.P.Motor Pur. Eval. Price Price
								15 H.P. Pur. Price
								. Motor Eval. Price
								2 H.P. Motor Pur. Eval. Price Price
								Motor Eval. Price
								3 H.P Pur. Price
								3 H.P.Motor Pur. Eval. Price Price
								5 H.P.Motor Pur. Eval. Price Price

, ...

- 5.3 --

LETTER	TO	BE	SENT	BY	COOI	PERATIVE	TO	OFFERERS	WHOSE	OFFERS,	OR	PARTS
								APPROVE				

(Date)

(Name)

(Address)

Dear Sirs:

You are hereby notified that the Offer dated

19_, which you submitted to us purusant to the invitation contained in our letter dated______, 19_, is approved as follows:

This approval, however, is subject to the terms and conditions of said letter.

It will be necessary for you to furnish to us a bond with respect to your compliance with the terms of your offer. You have received an approved form of bond. Please furnish such a bond to us as soon as possible, duly executed by you and a satisfactory surety.*

Very truly yours,

^{*}This paragraph is to be included only in those cases in which the Cooperative determines that it will require the approved offerer to submit such a bond. Omit this paragraph in those cases in which the approved offerer will not be required to submit any bond.

. The second

, SME 441

1 of all the second of the sec

.

PURCHASE ORDER

Approved Feed Grinder Units for REA Project Consumers

То	No.
(Name of Offerer)	(This Order No.
(122,000 00 000)	must appear on
(Address of Offerer)	your invoice)
	Date
The undersigned, who receives or proposervice from	
the "Cooperative"), hereby accepts, in respe	(hereinafter calle
below, your Offer dated	occ to the equipment IIsted
below, your Offer dated the Cooperative. Accordingly, please delive	er to the undersigned, at the
Cooperative's distribution point, the follow	wing Feed Grinding Equipment:
FEED GRINDER UNITS	
Model : Description	: Delivered Price
: Equipped as follows:	• 2011 * 01 01 11 11 00
	:\$
:	•
	•
•	
•	:
:	*
TOTA	: L : \$
	ш : Ф
ADDITIONAL EQUIPMENT	
For Unit : Catalog :	•
Model : Number : Description	Delivered Price
:	
	:\$
•	
•	•
:	
*	:
	TOTAL: \$
	TOTAL: 0
ORDER !	TOTAL:
hock on monoy order made north	3
heck or money order made payable to your ores enclosed herewith. The balance of \$	der in the amount of \$
ithin 30 days after receipt of the above-lis	sted grinding equipment.

1944 - A

Please acknowledge this Order immediately, stating when equipment will be shipped. The undersigned reserves the right to cancel this Order if shipment is not made as promised in your acknowledgment. All equipment ordered is subject to inspection and acceptance.

Order Approved:				
	(Consumer)			
	(Consumer's Address)			
(Cooperative)				
(Signature and Title)				
, 19				

in But Office

ibemmi sebro c m Bossicolomodis mustama mustama

.

APPLICATION FOR FINANCING

PURCHASE OF ELECTRIC FEED GRINDER UNITS

						_, 19
To:						
-		(Name of	Cooperative	∍)		
1.	me o	ereby apply for the par of the electric feed gr chase Order.	tial financinder unit,	cing by you of	f the puring the the	chase by nexed
2.	fee	gree to make a cash dow d grinder unit/s as sho balance of said cost b roved by you. I desire	wn on said e financed to pay sa	Purchase Orde	er and desterms and making (r	sire that
	qua	rterly, semi-annual)	and the state of t			
3.		connection with this ap information:	plication,	I hereby set	forth the	e follow-
	(a)	I have lived on the p following length of t		signated below	w for the	
	(b)	Said premises consist	of the fol	llowing number	r of acres	3 :
	(c)	I engage in the follo	wing type o	or types of fa	arming:	
	(d)	The name and address other than myself, is		er of said pro	emises, it	f
		Name		Address		
	(e)	and other liens:	ject to the			
Name	of	Mortgagee Address of	Mortgagee	Description of Mortgage		
V 16-		b 213	d numeral me	amounts for 5	77.00.300	

^{*} Maximum terms allowed -- Semi-annual payments for 5 years.
Minimum Monthly Payment \$.75; minimum semi-annual payment \$4.50

44 2 4 4 mm

And the action of the control of the

A service of the service of the event I (v)

gnimal for and the second of the

Other Liens

Name of Lienor Address-of Lienor Description Amount Date of of of Lien Lien Maturity

- (f) The estimated value of said premises is:
- (g) I am purchasing from the following stores on credit:

Name

Address

(h) I am now purchasing the following on credit on the following terms:

Payments
(Set forth
amount of Date
each pay- of
ment and Matuwhether pay- rity
ments are of
made monthly, Inquarterly, debtedsemi-annually)ness

Machinery,
Implements,
etc.
Description

Seller

(i) I submit the following as credit references:

Name

Address

4. I understand that preliminary approval of this application will be based only upon the investigation to be made of my credit standing, and that final approval will be dependent upon the execution of a conditional sales contract, in form and substance satisfactory to you, between myself and a Seller approved for such purposes by you, for the proposed sale. 5. I hereby warrant and represent that all of the information and statements contained herein are true and correct. (Consumer) (Consumer's Address) PRELIMINARY APPROVAL The undersigned hereby gives preliminary approval to the partial financing of the purchase of the electric feed grinder unit/s specified in the foregoing application, as follows: Total amount Intervals at No. of years Seller named approved which payments in which in for are to debt shall Purchase be made financing mature Order This approval is conditioned upon the execution of a satisfactory contract between the Applicant and the above-mentioned Seller. Finance Committee

.

the first states in the second of the second

Form F-11

	(Date)
(Name)	
(Address)	
Dear Sirs:	
	the following acceptances, in the form of mers of your Offer to sell them feed grinder
(All Orders are to be listed	by name of Consumer and Order Number)
Also enclosed is payment of \$ of the total amount of said P said Consumers.	representing ten percent (10% urchase Orders, as down payments made by
The purchases of the followin	g Consumers are to be financed by us:

Conditional Sale Contracts executed by such Consumers are enclosed herewith and should be duly executed by you, together with the assignments thereof, to us. Four copies of each contract are enclosed. You may retain one copy of each contract (the yellow copy) for your files, and

(List names of Consumers and Order Nos.)

LATTAR IN OCCUPANT OF THE CONTROL OF THE CONTROL OF THE STATE OF THE S DECEMBER COURSE OF 1.3%) TEBA) Deck . . Mana transfer and the second and the second and the second of the second o

> and as he will be made foliatoms in the second

we would then appreciate your returning the other three copies of each contract duly executed and assigned with all possible speed so that we may in turn forward them to REA in order to obtain the funds with which to pay you the balances of the cash prices due on the financed sales. Together with such balances, we will also forward to you the balances of the prices on such other cash sales as we are able to collect. We anticipate our being able to forward all the balances due within 30 days of receipt by us of the conditional sale contracts.

Shipment on all orders is to be made to us immediately.

Very truly yours,

we would then appreciate your returning the other three copies of each contract daily executed and savigmed with oil possible appeal so that we contract daily executed advance of MAA is order to contain the frais with which to pay you the belances of the cash prices due to the franced sales. Together with such belances, we will also forward to you the belances of the prices on such belances, we will also forward to you the belances of the prices on such other cash sales as we are able to collisit. We entitle to the continue of the belances due within 10 days of redelpt by us of the conditional sale contracts.

Shipment on all orders to to be made to me tunedlately,

Very truly yours,



